

Message Text

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PAGE 01 STATE 146665

51

ORIGIN ST-01

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R 211357Z JUN 75

FM SECSTATE WASHDC

TO MR. NORBERT STEINBERGER COMPUSCAN INC. 900

HUYLER STREET TETERBORO NEW JERSEY 07608

UNCLAS STATE 146665

E.O. 11652:N/A

TAGS: ASUP

SUBJECT:DISCUSSION/NEGOTIATION RFP ST-75-57, SOFTWARE MODIFICATIONS GOVERNMENT OWNED OCR'S

REF: YOUR OFFER, DATED 6/10/75 IN RESPONSE TO RFP ST-75-57

1. DEPARTMENT INTERESTED IN ACCOMPLISHING TASKS OUTLINED IN RFP WITH PROMPT AWARD OF CONTRACT. YOUR OFFER HOWEVER, GREATLY EXCEEDS THE DEPARTMENT'S ESTIMATE FOR THE PLANNED MODIFICATIONS WHEN CONSIDERING OVERALL PROJECT WITH GFE CORE BOARD.

2. DEPARTMENT SOLICITS FROM COMPUSCAN, INC., FOR CONSIDERATION, A REVISED/ALTERNATE OFFER IN ACCORDANCE WITH THE FOLLOWING; CONTRACTOR FURNISH SOFTWARE MODIFICATIONS OUTLINED UNDER THE TERMS OF THE RFP, ALSO INCLUDE FURNISHING OF HARDWARE IE: QUANTITY, FOUR (4) 8K CORE BOARD MEMORY FOR NOVA 1200 CPU. REVISED PROPOSAL TO COVER BOTH PRICING ALTERNATES.

3. WOULD APPRECIATE YOUR BEST OFFER UNDER PARA 2 ABOVE AND UNCLASSIFIED

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PAGE 02 STATE 146665

THE BEST PRICE OFFERED FOR SOFTWARE ONLY SERVICES UNDER

ARTICLE III (1) OF THE RFP PRIOR TO COB JUNE 23, 1975.
TELEGRAPHIC RESPONSE SHOULD BE DIRECTED TO: RICHARD M.
ALBAUGH, DEPARTMENT OF STATE, SUPPLY AND TRANSPORTATION
DIVISION, ROOM 530, SA-6. KISSINGER

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